

Unit #	Stock#	Year	Make	Model	Days in Stock	Acquisition Source	CP O	Advertised Price (Time of Sale)	Transaction Price	Advertised Price to Market % (Time of Sale)	Front-End Gross	Finance Gross
ex.	P123456	2015	Chevrolet	Equinox	30	Trade on New	No	\$ 15,000	\$ 13,800	95%	\$1,500	\$500
1	P591737	2020	SUBARU	FORESTER	33	Auction/Wholesale	Yes	\$ 29,500	\$ 29,500	94%	\$103	
2	P008227	2019	SUBARU	legacy	49	Auction/Wholesale	No	\$ 25,500	\$ 25,500	97%	\$58	\$2,865
3	T451500	2014	AUDI	A6	6	Trade on New	NO	\$ 20,900	\$ 20,900	105%	\$2,060	\$3,044
4	V451500	2011	AUDI	A4	5	Trade on New	NO	\$ 16,900	\$ 16,900	106%	\$5,924	\$382
5	P292191	2018	SUBARU	CROSSTREK	111	Auction/Wholesale	No	\$ 24,000	\$ 24,000	98%	(\$3,796)	
6	T239150	2016	TOYOTA	CAMRY	11	Trade on New	No	\$ 17,500	\$ 17,500	94%	\$1,396	\$1,715
7	T217748	2011	Chevrolet	TAHOE	1	Trade on Used	No	\$ 16,000	\$ 16,000	89%	\$1,595	
8	T825648	2019	SUBARU	WRX	19	Trade on New	Yes	\$ 36,500	\$ 36,500	112%	\$898	\$2,238
9	P225400	2019	SUBARU	CROSSTREK	15	Auction/Wholesale	Yes	\$ 24,500	\$ 24,500	87%	\$1,799	\$1,056
10	P324221	2016	SUBARU	OUTBACK	19	Auction/Wholesale	No	\$ 24,900	\$ 24,900	117%	\$1,000	\$1,000
11	T253102	2019	SUBARU	CROSSTREK	7	Trade on New	No	\$ 23,900	\$ 23,900	85%	\$836	\$1,866
12	P467010	2014	SUBARU	FORESTER	35	Auction/Wholesale	No	\$ 17,900	\$ 17,900	96%	(\$338)	
13	S275741	2021	SUBARU	CROSSTREK	2	Loaner	Yes	\$ 29,900	\$ 29,900	93%	\$6,396	\$1,400
14	T458666	2019	TOYOTA	CAMRY	9	Trade on Used	No	\$ 22,900	\$ 22,300	82%	\$965	\$1,426
15	T144632	2015	MINI	LANCER	44	Trade on Used	No	\$ 7,900	\$ 7,900	73%	\$1,655	
16	P360111	2019	SUBARU	CROSSTREK	72	Auction/Wholesale	Yes	\$ 24,900	\$ 24,900	89%	(\$3,121)	\$2,412
17	P487122	2018	SUBARU	FORESTER	51	Auction/Wholesale	No	\$ 25,500	\$ 25,500	100%	(\$225)	\$1,400
18	P714605	2020	SUBARU	IMPREZA	5	Street/Curb Buy	Yes	\$ 24,400	\$ 24,400	108%	\$2,001	
19	T253375	2014	TOYOTA	RAV 4	4	Trade on Used	No	\$ 17,500	\$ 17,250	90%	\$1,652	\$897
20	T459003	2010	SUBARU	FORESTER	6	Trade on Used	No	\$ 9,900	\$ 9,900	85%	\$4,792	
21	T229461	2016	SUBARU	OUTBACK	20	Trade on New	No	\$ 23,500	\$ 23,500	111%	\$1,327	\$1,576
22	Z068821	2016	SUBARU	FORESTER	56	Auction/Wholesale	No	\$ 16,700	\$ 16,700	82%	(\$1,004)	\$727
23	P815071	2019	SUBARU	WRX	14	Other	No	\$ 29,900	\$ 29,900	92%	\$2,576	\$3,335
24	P457129	2018	SUBARU	FORESTER	45	Auction/Wholesale	No	\$ 25,000	\$ 25,000	98%	(\$1,620)	\$1,128
25	P002971	2016	SUBARU	LEGACY	21	Other	No	\$ 17,900	\$ 17,900	97%	\$1,016	
26	P210951	2013	SUBARU	OUTBACK	31	Auction/Wholesale	No	\$ 19,500	\$ 18,628	129%	\$999	\$500
27	T487887	2008	SUBARU	legacy	4	Trade on New	No	\$ 1,000	\$ 1,000	12%	\$100	
28	T249870	2020	SUBARU	FORESTER	11	Trade on New	Yes	\$ 29,900	\$ 29,400	92%	\$2,451	
29	T003620	2019	FORD	ESCAPE	45	Trade on New	No	\$ 20,500	\$ 20,500	80%	\$886	
30	T223229	2015	Chevrolet	Equinox	15	Trade on Used	No	\$ 12,900	\$ 12,661	81%	\$3,107	

31	S168882	2021	SUBARU	OUTBACK	8	Loaner	Yes	\$ 30,500	\$ 30,500	84%	\$5,855	\$1,700
32	T442567	2016	SUBARU	FORESTER	22	Trade on New	No	\$ 17,900	\$ 17,400	85%	\$3,381	\$500
33	P466075	2019	SUBARU	FORESTER	5	Auction/Wholesale	No	\$ 24,500	\$ 24,500	82%	\$1,076	\$3,098
34	T427499	2020	SUBARU	OUTBACK	31	Trade on New	Yes	\$ 35,500	\$ 35,500	101%	\$1,294	\$1,100
35	S505586	2021	SUBARU	FORESTER	13	Loaner	Yes	\$ 31,500	\$ 31,250	86%	\$4,365	\$2,500
36	U214893	2016	JEEP	COMPASS	22	Trade on Used	No	\$ 14,900	\$ 14,900	87%	\$2,223	
37	P44632	2022	SUBARU	OUTBACK	6	Auction/Wholesale	Yes	\$ 32,500	\$ 32,000	80%	\$1,617	\$3,102
38	T207006	2019	SUBARU	CROSSTREK	42	Trade on New	Yes	\$ 24,500	\$ 24,500	87%	\$1,403	
39	T219263	2020	SUBARU	legacy	10	Trade on New	Yes	\$ 28,500	\$ 28,500	104%	\$43	\$1,300
40	S104611	2021	SUBARU	OUTBACK	18	Loaner	Yes	\$ 37,900	\$ 37,900	104%	\$6,463	\$1,200
41	PF20838	2013	FORD	F150	9	Trade on New	No	\$ 19,900	\$ 19,900	81%	\$1,587	\$1,632
42	T213824	2017	HONDA	ACCORD	26	Trade on New	No	\$ 17,900	\$ 17,239	76%	\$2,446	
43	U438900	2018	Chevrolet	TRAX	14	Trade on Used	No	\$ 18,500	\$ 18,500	96%	\$8	\$358
44	P026742	2019	SUBARU	legacy	11	Other	Yes	\$ 24,500	\$ 24,000	92%	\$5,200	\$6,755
45	T017928	2020	SUBARU	legacy	29	Trade on New	Yes	\$ 25,900	\$ 25,550	93%	\$1,113	\$2,493
46	T447864	2014	SUBARU	FORESTER	10	Trade on New	No	\$ 12,500	\$ 12,500	94%	\$2,728	
47	T439866	2020	SUBARU	FORESTER	37	Trade on New	Yes	\$ 29,900	\$ 29,900	86%	\$2,960	\$1,800
48	T447683	2017	SUBARU	FORESTER	13	Trade on Used	No	\$ 19,500	\$ 19,500	111%	\$1,974	
49	T230700	2016	HYUNDAI	ACCENT	14	Trade on Used	No	\$ 12,900	\$ 12,900	85%	\$2,800	\$2,005
50	T447683	2017	SUBARU	FORESTER	13	Trade on New	No	\$ 19,500	\$ 19,500	92%	\$1,974	
51	S118665	2021	SUBARU	OUTBACK	4	Loaner	Yes	\$ 33,500	\$ 33,500	71%	\$6,107	\$3,728
52	U219263	2014	SUBARU	legacy	13	Trade on Used	No	\$ 11,900	\$ 11,650	129%	\$307	\$257
53	P054822	2015	SUBARU	LEGACY	14	Auction/Wholesale	NO	\$ 21,500	\$ 21,250	125%	\$835	

Scoreboard Totals

% Retailed of Non-Franchise Make	22%
Total # Retail Units	59
Avg. Days to Sale	21.6
Avg. Advertised Price (Time of Sale)	\$ 22,798
Avg. Transaction Price	\$ 22,701
Avg. Market Price at 100%	\$ 24,412
Avg. Price to Market % (Time of Sale)	93%
Avg. Transaction to Market	93%
Avg. Transactional Discount	\$ 124
Avg. Front-End Gross	\$ 1,759
Avg. Finance Gross	\$ 1,780
PUVR	\$ 2,959
Total Gross (Units & PUVR)	\$ 174,598
GROI	217%
% with Trade	29%
Avg. Over/Under Allowance	\$77



Scoreboard

(Click on the blue header to access the dropdown)

Desk Manager	Totals	Bob Atwood	Chuck Hanna
% Retailed of Non-New Franchise	22%	#DIV/0!	21%
Total # Retail Units	59	0	28
Avg. Days to Sale	21.6	#DIV/0!	21.9
Avg. Advertised Price (Time of Sale)	\$ 22,798	#DIV/0!	\$ 23,061
Avg. Transaction Price	\$ 22,701	#DIV/0!	\$ 22,922
Avg. Market Price at 100%	\$ 24,412	#DIV/0!	\$ 24,362
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	95%
Avg. Transaction to Market	93%	#DIV/0!	94%
Avg. Transactional Discount	\$ 124	#DIV/0!	\$ 155
Avg. Front-End Gross	\$ 1,759	#DIV/0!	\$ 2,022
Avg. Finance Gross	\$ 1,780	#DIV/0!	\$ 1,904
PUVR	\$ 2,959	#DIV/0!	\$ 3,071
Total Gross (Units & PUVR)	\$ 174,598	#DIV/0!	\$ 85,998
GROI	217%	#DIV/0!	221%
% with Trade	29%	#DIV/0!	36%
Avg. Over/Under Allowance	77	#DIV/0!	0



Scoreboard

(Click on the blue header to access the dropdown)

Sales Consultant	Totals	Mike Lucki	Duncan Carlson
% Retailed of Non-New Franchise	22%	#DIV/0!	50%
Total # Retail Units	59	0	2
Avg. Days to Sale	21.6	#DIV/0!	25.0
Avg. Advertised Price (Time of Sale)	\$ 22,798	#DIV/0!	\$ 8,900
Avg. Transaction Price	\$ 22,701	#DIV/0!	\$ 8,900
Avg. Market Price at 100%	\$ 24,412	#DIV/0!	\$ 11,256
Avg. Price to Market % (Time of Sale)	93%	#DIV/0!	79%
Avg. Transaction to Market	93%	#DIV/0!	79%
Avg. Transactional Discount	\$ 124	#DIV/0!	\$ -
Avg. Front-End Gross	\$ 1,759	#DIV/0!	\$ 3,223
Avg. Finance Gross	\$ 1,780	#DIV/0!	#DIV/0!
PUVR	\$ 2,959	#DIV/0!	\$ 3,223
Total Gross (Units & PUVR)	\$ 174,598	#DIV/0!	\$ 6,447
GROI	217%	#DIV/0!	522%
% with Trade	29%	#DIV/0!	0%
Avg. Over/Under Allowance	77	#DIV/0!	#DIV/0!



Scoreboard

(Click on the blue header to access the dropdown)

Finance Manager	Totals	Tyler Warne	
% Retailed of Non-New Franchise	22%	22%	#DIV/0!
Total # Retail Units	59	27	0
Avg. Days to Sale	21.6	26.6	#DIV/0!
Avg. Advertised Price (Time of Sale)	\$ 22,798	\$ 22,562	#DIV/0!
Avg. Transaction Price	\$ 22,701	\$ 22,452	#DIV/0!
Avg. Market Price at 100%	\$ 24,412	\$ 23,472	#DIV/0!
Avg. Price to Market % (Time of Sale)	93%	96%	#DIV/0!
Avg. Transaction to Market	93%	96%	#DIV/0!
Avg. Transactional Discount	\$ 124	\$ 141	#DIV/0!
Avg. Front-End Gross	\$ 1,759	\$ 1,541	#DIV/0!
Avg. Finance Gross	\$ 1,780	\$ 1,552	#DIV/0!
PUVR	\$ 2,959	\$ 2,642	#DIV/0!
Total Gross (Units & PUVR)	\$ 174,598	\$ 71,327	#DIV/0!
GROI	217%	160%	#DIV/0!
% with Trade	29%	0%	#DIV/0!
Avg. Over/Under Allowance	77	89	#DIV/0!



Scoreboard

CPO	Totals	Yes	No
Total # Retail Units	59	19	40
Avg. Days to Sale	21.6	20.4	22.2
Avg. Advertised Price (Time of Sale)	\$ 22,798	\$ 29,800	\$ 19,381
Avg. Transaction Price	\$ 22,701	\$ 29,689	\$ 19,381
Avg. Market Price at 100%	\$ 24,412	\$ 32,721	\$ 20,403
Avg. Price to Market % (Time of Sale)	93%	91%	95%
Avg. Transaction to Market	93%	91%	95%
Avg. Transactional Discount	\$ 124	\$ 140	\$ 117
Avg. Front-End Gross	\$ 1,759	\$ 2,606	\$ 1,356
Avg. Finance Gross	\$ 1,780	\$ 2,266	\$ 1,449
PUVR	\$ 2,959	\$ 4,640	\$ 2,146
Total Gross (Units & PUVR)	\$ 174,598	\$ 88,168	\$ 85,834
GROI	217%	276%	180%
% with Trade	29%	42%	23%
Avg. Over/Under Allowance	77	50	100



Scoreboard

Same Brand as New	Totals	Yes	No
Total # Retail Units	59	33	13
Avg. Days to Sale	21.6	20.9	20.8
Avg. Advertised Price (Time of Sale)	\$ 22,798	\$ 23,864	\$ 19,071
Avg. Transaction Price	\$ 22,701	\$ 23,743	\$ 19,071
Avg. Market Price at 100%	\$ 24,412	\$ 25,482	\$ 21,723
Avg. Price to Market % (Time of Sale)	93%	94%	88%
Avg. Transaction to Market	93%	93%	88%
Avg. Transactional Discount	\$ 124	\$ 120	\$ 135
Avg. Front-End Gross	\$ 1,759	\$ 1,894	\$ 1,795
Avg. Finance Gross	\$ 1,780	\$ 1,991	\$ 1,213
PUVR	\$ 2,959	\$ 3,161	\$ 2,448
Total Gross (Units & PUVR)	\$ 174,598	\$ 104,306	\$ 31,822
GROI	217%	229%	222%
% with Trade	29%	39%	8%
Avg. Over/Under Allowance	77	31	0



Scoreboard

Source	Totals	Trade on New	Trade on Used
Total # Retail Units	59	21	12
% of Retail Units	100%	36%	20%
% Retailed of Non-New Franchise	22%	24%	58%
Avg. Days to Sale	21.6	19.6	15.1
Avg. Transaction Price	\$ 22,701	\$ 21,498	\$ 15,422
Avg. Transaction to Market %	93%	85%	92%
Avg. Transactional Discount	\$ 124	\$ 126	\$ 122
Avg. Front End Gross	\$ 1,759	\$ 1,983	\$ 1,893
Avg. Finance Gross	\$ 1,780	\$ 1,556	\$ 988
PUVR	\$ 2,959	\$ 2,594	\$ 2,369
Total Gross (Units & PUVR)	\$ 174,598	\$ 54,470	\$ 28,432
GROI	217%	221%	367%
% with Trade	29%	38%	0%
Avg. Over/Under Allowance	77	113	#DIV/0!



Street/Curb buy	Auction/wholesale	Loaner	LBO customer
1	17	5	0
2%	29%	8%	0%
0%	6%	0%	#DIV/0!
5.0	34.5	9.0	#DIV/0!
\$ 24,400	\$ 26,093	\$ 32,610	#DIV/0!
108%	101%	86%	#DIV/0!
\$ -	\$ 147	\$ 63	#DIV/0!
\$ 2,001	\$ (34)	\$ 5,837	#DIV/0!
#DIV/0!	\$ 1,674	\$ 2,106	#DIV/0!
\$ 2,001	\$ 1,433	\$ 7,980	#DIV/0!
\$ 2,001	\$ 24,361	\$ 39,898	#DIV/0!
591%	57%	979%	#DIV/0!
0%	35%	40%	#DIV/0!
#DIV/0!	67	0	#DIV/0!

BO OEM/Leasing	central Fleet (Enterprise, etc	Other
0	0	3
0%	0%	5%
#DIV/0!	#DIV/0!	0%
#DIV/0!	#DIV/0!	15.3
#DIV/0!	#DIV/0!	\$ 23,933
#DIV/0!	#DIV/0!	93%
#DIV/0!	#DIV/0!	\$ 167
#DIV/0!	#DIV/0!	\$ 2,931
#DIV/0!	#DIV/0!	\$ 5,045
#DIV/0!	#DIV/0!	\$ 6,294
#DIV/0!	#DIV/0!	\$ 18,882
#DIV/0!	#DIV/0!	617%
#DIV/0!	#DIV/0!	33%
#DIV/0!	#DIV/0!	0

Scoreboard

Age	Totals	0-30 days	31-45 days
Total # Retail Units	59	44	10
% of Retail Units	100%	75%	17%
% Retailed of Non-New Franchise	22%	23%	30%
Avg. Days to Sale	21.6	12.7	37.7
Avg. Transaction Price	\$ 22,701	\$ 22,716	\$ 22,323
Avg. Transaction to Market %	93%	92%	92%
Avg. Transactional Discount	\$ 124	\$ 139	\$ 109
Avg. Front End Gross	\$ 1,759	\$ 2,341	\$ 883
Avg. Finance Gross	\$ 1,780	\$ 1,906	\$ 1,021
PUVR	\$ 2,959	\$ 4,247	\$ 1,903
Total Gross (Units & PUVR)	\$ 174,598	\$ 186,867	\$ 19,035
GROI	217%	530%	81%
% with Trade	29%	25%	40%
Avg. Over/Under Allowance	77	82	100



46-60 days	61-90 days	90+ days
3	1	1
5%	2%	2%
0%	0%	0%
52.0	72.0	111.0
\$ 22,567	\$ 24,900	\$ 24,000
91%	89%	#DIV/0!
\$ -	\$ -	#DIV/0!
\$ (390)	\$ (3,121)	\$ (3,796)
\$ 1,664	\$ 2,412	#DIV/0!
\$ 1,274	\$ (709)	#DIV/0!
\$ 3,822	\$ (709)	#DIV/0!
39%	-14%	#DIV/0!
33%	100%	0%
0	0	#DIV/0!